

Message Text

UNCLASSIFIED

PAGE 01 NOUAKC 00451 271145Z

53

ACTION AF-05

INFO OCT-01 ISO-00 EB-11 COME-00 DRC-01 RSC-01 /019 W

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R 261705Z APR 74

FM AMEMBASSY NOUAKCHOTT

TO SECSTATE WASHDC 2090

UNCLAS NOUAKCHOTT 451

EO 11652: NA

TAGS: BPRO MR US

SUBJECT: TRADE PROMOTION: MACK TRUCK

REF: NOUAKCHOTT 053, STATE 013189

ACTION REQUESTED: DEPARTMENT CONTACT MACK VEEP FRANK WRIGHT (ALLENTOWN, PENNA, TEL: 215-439-2598) AND REQUEST INFORMATION RE MACK'S PLANNED RESPONSE TO 30-TRUCK ORDER PLACED BY SOMACOTRET OF MAURITANIA.

1. BACKGROUND: EMBASSY HAS RECEIVED REPEATED INQUIRIES FROM SOMACOTRET CONCERNING MACK NON-RESPONSE ITS FEBRUARY ORDER FOR 30 TRUCKS AND EXCLUSIVE REPRESENTATION IN MAURITANIA. MACK REP JEAN UMMELS VISITED NOUAKCHOTT IN FEBRUARY, DISCUSSED ORDER AND PROMISED PRICE QUOTATIONS ETC BY END MARCH. TO DATE, MACK HAS NOT SUPPLIED PROMISED QUOTATIONS OR REPLY RE EXCLUSIVE REPRESENTATION. SOMACOTRET ANXIOUS RECEIVE INITIAL SHIPMENT NLT JULY 1.

2. BECAUSE MACK DEAL (WHICH ACCORDING UMMELS IMPLIES INTEREST IN EVENTUAL ASSEMBLY OPERATION HERE) HAS ATTRACTED INTEREST OF MINCOMMERCE AND TRANSPORT, REQUEST EARLY REPLY.

3. FYI. AM ASSURED BY CHAMBER OF COMMERCE, MIN COMMERCE AND TRANSPORT AND OTHER KNOWLEDGEABLE BUSINESS AND OFFICIAL SOURCES HERE THAT SOMACOTRET CAN OBTAIN LOCAL FINANCING FOR MACK DEAL. ADVISE IF DOUBTS RE FINANCING FACTOR IN MACK NONRESPONSE. MURPHY

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